

Persevere and You Will Succeed.

In the agency business, just as in all other walks of life, there are people who complain that they do not get on well. They start in some enterprise, devote a few days to it, and expect to be overrun with business; but they are disappointed. On the other hand, a fellow will come along, take up the business, and make a success of it.

It's that bulldog determination to succeed that makes a lasting impression and insures success. Among our staff of agents we have both of these types, but we are glad to say that the latter class predominates.

To the few who work spasmodically we would say, an agency for "Our Native Herbs" is a good business, and richly merits the constant and continuous effort of any man.

THE ALONZO O. BLISS CO.

Gentlemen: I send you another order for "OUR NATIVE HERBS." My last supply is nearly exhausted, and I do not want to run entirely out, as some one is liable to call for a box any moment, and if I am not able to supply it my business will suffer. I have been devoting all of my spare time to canvassing and distributing the Almanacs, and from present indications July business will be much better than June.

"OUR NATIVE HERBS" has made some wonderful cures in my section, sometimes curing cases which the local physicians had given up as hopeless. Your medicine is a great one and sells on its merits. It never fails to give satisfaction, and I unhesitatingly recommend it to cure all of the diseases you guarantee it to. All of my customers are glad to speak a word in praise of "Our Native Herbs," and a great many of my sales are due to their recommendations.

One of my customers is exceedingly grateful. He had been a sufferer from headaches, produced by indigestion, for several years, without being able to find any relief from any of the advertised cures or the doctors. Two weeks ago I persuaded him to buy a box of "Our Native Herbs" and give it a trial. He very reluctantly took a box and promised to use it. A few days ago I saw him, and he said he has not had a single headache since beginning the treatment. He will be of great assistance in making other sales, as he is employed in a large factory, and will tell what "Our Native Herbs" has done for him. I am pleased with the business, and will try to show an increase in sales.

Very truly yours,

W. F. PEPPER.

THE ALONZO O. BLISS CO.

Dear Sirs: It gives me pleasure to say that I have succeeded in appointing another agent in Maury County. I went out with him and sold one box within ten minutes from the time we took the medicine from the office. He is a careful worker, and I feel certain he will make a first-class agent in every respect. He will order two dozen boxes on Saturday, so he can get it Wednesday. Please ship the supply I order promptly, as I am going to start another man to work as soon as I can get the medicine. I find it pays me very well to appoint sub-agents at the different post-offices and let them look after the local trade. Of course, I have to visit them often and see that they keep at it. I find that "Our Native Herb Tablets" give better satisfaction than the powder, and no agent should experience difficulty in building up an excellent trade on this remedy, as it is the best I ever saw and sells at sight. I have tried various means of bringing "Our Native Herbs" before the people of my section, and in my opinion the best are personal solicitation and newspaper advertising. I run a small notice in my home paper and get very good returns. It often catches people I would not be able to reach personally. Every agent should see that the return cards are properly filled out and returned, as this convinces the people that you take an interest in each individual case and want to make a cure of every one. I have arranged my other business so I will be able to devote my full time to introducing "Our Native Herbs" and appointing sub-agents. Yours truly, GEORGE W. BASS.

CHATS WITH OUR AGENTS

Above we give the experiences of two of our agents. These gentlemen are earnest workers, richly meriting the success they enjoy.

Mr. Bass controls an entire county, and employs assistants to help him in the work. Whenever he locates an agent he goes out with him, explains the business, and shows him how to approach a person and sell him a box of medicine. In fact, he gives him the advantage of his years of experience. He has appointed several assistants, and every one of them has succeeded. He has his territory worked thoroughly, and is doing a good paying business.

Mr. Pepper has a very persuasive way with him, and seldom fails to make a sale. He is a great believer in the distribution of Almanacs.

He is right on this point, as these books contain the whole story, are useful, and everybody should read them carefully and profit by the advice given. The plan he has of paying special attention to the return cards is commendable, and will show good results wherever tried.

We know that personal recommendation is a great help, and our agents could not do better than have those who have been cured by "Our Native Herbs" tell their friends and acquaintances about the medicine.

Business with us during June was good, but we want to do better this month. A majority of our agents have now got their crops well in hand and will be able to devote more time to the agency. We hope

to have the hearty co-operation of all of you in the future, as we have enjoyed it in the past.

That much-talked-of newspaper advertisement scheme is a world-beater, and the agent who does not avail himself of it is neglecting his interests, and not making as much as he should.

We know the weather is warm, and it is a hard task to keep in the sun, going from house to house, but as an offset to these discomforts you have a handsome profit on every box of medicine sold, and this should stimulate you to make greater efforts for new business.

Now is the time for you to put in some good, hard work, and get your territory in good shape for the fall trade.

THE ALONZO O. BLISS COMPANY,

Washington, D. C. Kansas City, Mo. Chicago, Ill. San Francisco, Cal. Montreal, Can. London, Eng.

ATTACK ON OUR TROOPS

Filipinos Open Fire on an Embarking Regiment.

PLANS FOR ENLISTING NEW MEN

Gen. Otis Sends a Detailed Estimate of the Recruits Needed to Fill Up Regiments—Whole Quota Required Will Probably Be Enlisted This Week—None but Regular Officers to Be Selected for Commands in the Nine New Regiments.

Manila, July 3.—Reports have been received of an outbreak on the island of Negros, incident upon the departure of the California regiment for home. Some hostile natives, seeing a company of soldiers on one of the small posts preparing to depart, thought the Americans were evacuating the island, and a party of 250 rebels, mostly Bolomen, attacked the troops, and killed one man and wounded another belonging to E. Company. The Filipinos were easily driven off.

The transport Sherman will bring the California troops to Manila before starting for San Francisco. The transport Grant will soon embark the Colorado regiment.

The President was called upon yesterday by a delegation of Southern members of Congress concerning the distribution of officers of the new regiments to be enlisted for the army in the Philippines. He told them that eight regiments, in addition to the three authorized to be recruited in Manila, would be raised, and assured them that the officers would be selected without regard to political affiliations or location of residence, due regard being had for fitness and past service. The delegation comprised Representatives Bland and Clayton, of Alabama; Anderson and Griggs, of Georgia; and Norton, of South Carolina.

Tails of Enlistment.
The War Department has nearly perfected the details of the project for the enlistment of volunteers under the terms of the act of the last Congress. There is nothing in the nature of a call, but, as heretofore stated, the soldiers will be obtained in the regular method through the efforts of the United States recruiting officers stationed in the various large cities. To this end the War Department has already sent to these officers full instructions for their guidance, as well as blanks for enlistment, and everything is now in good shape to begin recruiting at the word from Washington. It was stated by the Adjutant General to-day that the department contemplates raising nine regiments in all, and the instructions to the recruiting officers are based on this figure. Each regiment will have a strength of 1,500 men, making a total force of 13,500 men. This will be almost twice the number of men which Gen. Otis reports will be necessary to give him the force of 30,000 effectives which he requires.

Some slight changes are being made in the recruiting instructions, which are intended to be broad enough to cover the enlistment of both regulars and volunteers. The order for the enlistment of volunteers will not be issued until next week, the department having determined to continue enlistments for the regular service for another week, in which time the entire number of 6,250 men required to fill up the regular regiments in Manila will have been secured. The recruiting of the volunteers can then proceed without interruption.

Believing that the country does not want politics to enter into army appointments, it is understood the President proposes to select men to be commissioned

from the regular service and from those who have served creditably during the war with Spain. The nine Colonels for the volunteer regiments to be organized in the United States will be selected from among the fifty regular army officers who commanded volunteers during the Spanish-American War. But one additional Brigadier General will be appointed, and his name has not yet been made public.

The recruiting for the regular army has begun that establishment up to within 20 men of its maximum strength. The force that will be sent to Gen. Otis' disposal when the new troops now in this country reach him at the beginning of the fall campaign may be summarized as follows:

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